

Welcome!

Today's Topic:

Maryland's
Veteran-Owned Small Business
Enterprise (VSBE) Program &
Resources

May 25, 2023



Maryland

GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS
goMDsmallbiz.maryland.gov



T.I.P.S.

Webinar
Series

**Training & Insights for
Procurement Success**



#goMDsmallbiz



DANIELLE DAVIS
VSBE COMPLIANCE MANAGER



Veteran-Owned Small Business Enterprise (VSBE) Program

**VSBE Program Compliance Manager
Danielle N. Davis**

May 25, 2023





THANK YOU!

The background of the slide is a stylized American flag. The top-left and bottom-right corners feature the blue field with white stars, while the rest of the slide is a solid red field. A white double-line border frames the central text area.

**Happy National Military
Appreciation Month!**

Poll #1



Agenda

1. Welcome
2. Maryland Programs Overview
3. VSBE Program
4. VSBE Certification Process/Recert Process
5. eMMA TIPS
6. What Makes a Great VSBE Checklist
7. Resources
8. Upcoming Events
9. Special Guest - V.I.P.
10. Q&A



Governor's Office of Small, Minority & Women Business Affairs

- **Connect small businesses to greater economic opportunities**
- **Oversight, monitoring, and compliance of three preference procurement programs across 70 state agencies/departments**
- **Conduct statewide outreach and training programs**
- **Host online resources for small business growth and development**

<https://gomdsmallbiz.maryland.gov>

State Procurement Programs

Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Official certification unit @ MDOT
- Annual renewal
- 7,500+ certified MBE firms

Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal
- 3,750+ certified SBR firms

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% minimal goal
- 3-Step certification process includes **verification** of veteran status
- Online application process (eMMA)
- Annual renewal
- 600 certified VSBE firms



Benefits

Between 20% and 25% of all open solicitations on eMMA are designated to the SBR Program.



There are several benefits for being enrolled in these state procurement socioeconomic programs.

- Additional leverage with as many certifications as possible
- All qualifying contracts with state funding are reviewed for small business designation and/or minority, women, and veteran inclusion
- Each program comes with additional levels of advocacy



Maryland's VSBE Program



Goal 1

For veteran-owned firms to compete confidently in Maryland state procurement.

Goal 2

For veteran-owned firms to join the state database as a certified VSBE and stay certified.

Goal 3

Be successful in state contracting utilizing trainings, events and free resources available.

OUR MAIN GOALS





VSBE Program

Provides contracting opportunities on qualified state-funded procurements from over 50 state agencies for certified **veteran-owned small businesses**.

Only the work of a **certified VSBE firm**, performing either directly (prime contractors) or indirectly (subcontractors), can be counted toward the achievement of an established contract goal

Veteran-owned small businesses must meet the following eligibility standards:

01

Be a small business as defined by the [United States Small Business Administration in 13 C.F.R. 121.201](#) and any subsequent revision of that regulation

02

Be at least 51% owned and controlled by one or more individuals who are veterans

03

Must be for-profit business





3- Step Certification Process

The VSBE certification process entails a 3- step process completely online, handled in the eMaryland Marketplace Advantage (eMMA) online procurement portal

Vendor Registration

Vendor registration in eMaryland Marketplace Advantage (eMMA)
<https://emma.maryland.gov/>

Veteran Verification

Veteran verification from one of the following:

1. Maryland Department of Veterans Affairs
2. SBA Federal VetCert Program

VSBE Application

VSBE Program Application submitted and approved in eMMA





STEP 1- Vendor Registration

Each business will need to register as a vendor in the state's online procurement portal called eMaryland Marketplace Advantage (eMMA). If you have multiple businesses, they must each be registered individually.

Start this process at
<https://emma.maryland.gov/>

Select **New Vendor? Register Now**

Welcome to eMaryland Marketplace Advantage (eMMA)

emmaSM
eMaryland Marketplace Advantage

eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at eMMA.helpdesk@maryland.gov.

LOGIN

Login*

Email / Username


Password*


Login


State SSO Login(SecureAuth)


MDoT SSO Login(MSAzure)

Lost your password?

 **New Vendor? Register Now**

 **Public Solicitations**

 **Public Contracts**

 **Vendor Search**

STEP 2- Veteran Verification

There are two options to have your veteran verification completed.

Option One- State- With the Maryland Department of Veteran Affairs by completing the MDVA Verification of Veteran Status Form **AND** providing Acceptable Veteran Status Documentation.

This fillable PDF is located on our website or using this link:

<https://gomdsmallbiz.maryland.gov/SiteAssets/Pages/VSBE-Program/VSBE%20Veteran%20Verification%20Form.pdf>



Maryland Department of Veterans Affairs VERIFICATION OF VETERAN STATUS

INSTRUCTIONS – The small business owner seeking veteran verification for participation in Maryland's Veteran-Owned Small Business Enterprise (VSBE) Program shall complete SECTION A and upload the completed form, along with proof of veteran status, into their existing vendor profile in eMaryland Marketplace Advantage (www.emma.maryland.gov).

SECTION A - Veteran Information

NAME: _____

STREET ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE: (____) _____ EMAIL: _____

LEGAL NAME OF BUSINESS SEEKING CERTIFICATION IN MARYLAND'S VSBE PROGRAM: _____

TITLE OF APPLICANT (Veteran's relation to the applicant business): _____

Acceptable Documentation

Proof of veteran status requires a COPY to be uploaded in eMMA of one of the following:
DD214, DD215, Discharge Papers, or a copy of the United States Department of Veterans Affairs Rating Decision.

This section to be completed by the Maryland Department of Veterans Affairs only.

The Maryland Department of Veteran Affairs certifies the following (check the box that applies):

MDVA Number: _____

- ☐ Veteran in accordance with Title 38 USC.
- ☐ Disabled veteran in accordance with the Code of Federal Regulations.
- ☐ Not a veteran.

If you are unable to process this document electronically, contact the VSBE Program Compliance Manager for assistance.
Danielle Davis: danielle.davis2@maryland.gov or 443-346-0717



Option Two- Federal - With the U.S. Small Business Administration's Veteran Small Business Certification (VetCert). Once completed, the veteran-owned business will be assigned a SAM UEI number, needed for Step 3 of the VSBE Certification Process.

<https://veterans.certify.sba.gov/#home>

SBA
U.S. Small Business Administration

Veteran Small Business Certification (VetCert)

Veteran-owned small businesses can use this application to be certified by SBA to compete for federal contracts. Certified veteran-owned small businesses (VOSBs) will have the opportunity to pursue sole-source and set-aside contracts at the Department of Veterans Affairs under the VA's Vets First program. Certified service-disabled veteran-owned small businesses (SDVOSBs) will have the opportunity to compete for federal sole-source and set-aside contracts across the federal government.

[Register](#) [Sign In](#)

Search for a Certified Veteran Small Business

Business Name
SAM.gov UEI
DUNS Number
State/Territory
NAICS Code

Search Veteran Certifications



STEP 3- VSBE Application

Once the vendor has completed their eMMA profile and obtained veteran verification, they are then ready to complete the VSBE Application in eMMA.

If choosing the Maryland Veteran Verification, you would select First Time MD Veteran Verification and upload the Step 2 Documents.

If choosing Federal path, select Federal Veteran Verification.

VSBE Enrollment

Is at least 51% of this business owned and controlled by one or more veteran(s) or disabled veteran(s)? *

Yes



Does your company meet the size standards adopted by the United States Small Business Administration? *

Yes



Is it a for-profit business? *

Yes



Veteran Verification Type ⓘ *

Existing Veteran Verification (Renewal)



First Time MD Veteran Verification

Federal Veteran Verification

Existing Veteran Verification (Renewal)



VSBE Certification

Only vendors with an “Approved” VSBE Vendor Status, an active VB # and an active expiration date approved are certified.
(VBXX- XXXXXX)

Currently there is no certificate of VSBE Status. eMMA is the home to verify your VSBE status. (Either on the vendor’s Company Profile or the Public Vendor Database.

Procurement Programs

State Programs

Existing SBR Vendor?	Apply for the SBR Program?	SBR Certification #	SBR Effective Date	SBR Expiration Date
No	Yes	SB22-022632	6/7/2022	6/7/2023
<input checked="" type="checkbox"/> SBR Vendor		SBR Application Status ① Approved		

Apply for the VSBE Program? ①	Existing VSBE Vendor?	VSBE Effective Date	VSBE Certification #	VSBE Expiration Date
Yes	No	6/9/2022	VB22-022665	6/9/2023
<input checked="" type="checkbox"/> VSBE Vendor		VSBE Application Status ① Approved	Veteran Verification # MDVA2022-089	

Diagram illustrating the flow of information from the SBR section to the VSBE section:

- Blue arrow from SBR Effective Date (6/7/2022) to VSBE Effective Date (6/9/2022).
- Blue arrow from SBR Certification # (SB22-022632) to VSBE Certification # (VB22-022665).
- Blue arrow from SBR Expiration Date (6/7/2023) to VSBE Expiration Date (6/9/2023).
- Blue arrow from VSBE Application Status (Approved) to VSBE Veteran Verification # (MDVA2022-089).




VSBE Recertification

All certifications are only good for **ONE YEAR**

A vendor will have only have 30-days prior to their expiration date to complete the recertification in eMMA

If a vendor does not renew in eMMA:

- Their account turns to expired
- They lose their VSBE certification number
- No new awards or payments can be counted towards the VSBE statewide goals

Existing VSBE Vendor?	VSBE Certification #
<input type="text" value="Yes"/>	<input type="text"/>
<input type="checkbox"/> VSBE Vendor	VSBE Application Status ⓘ
	<input type="text" value="Expired"/>
	Veteran Verification #
	<input type="text"/>



eMMA Vendor Training

<https://www.gotostage.com/channel/emmavendortraining>



eMMA Vendor Training

This channel is dedicated to vendor training using the eMaryland Marketplace Advantage (eMMA). Be sure to bookmark this page for frequent updates, helpful training sessions, and useful resources.



eMMA TIPS

Welcome to eMaryland Marketplace Advantage (eMMA)



eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (**SBR**) Program and Veteran-owned Small Business Enterprise (**VSBE**) Program.

eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at eMMA.helpdesk@maryland.gov.

For additional training and resources, please go to the Maryland Procurement Academy homepage at [State of Maryland eMMA Training](#)

LOGIN

Login*

 Email / Username

Login must have a value

Password*



Login

State SSO Login (login.md.gov)

MDoT SSO Login(MSAzure)

[Lost your password?](#)



New Vendor? Register Now



Public Solicitations



Public Contracts



Vendor Search



eMMA Tips

Utilizing eMMA functions and navigating with ease will help you become a better competitor.

There are three major tips we will go over today:

- Your Vendor Profile
- Searching Current Solicitations
- Prior Awarded Contracts



Your Vendor Profile



Searching Solicitations



Prior Contracts



Vendor Profile



There are many ways to use your vendor profile to its fullest potential.

1. It is important to know that your Doing Business As (DBA) Field under your Company Profile is entered in. This DBA name will appear as your Vendor Name and in the Public Database.
2. Enter as many fields as possible-. Leaving these blank, will result in less public data to search your business for potential opportunities.
3. Please make sure as much data is provided in your Vendor Profile, especially in the Corporate Contact Information. This is the contact information used in the public Vendor Search.

Vendor: SUP996709 - (N/A) (Registered)

Fields marked by an asterisk * are mandatory
Expected date format: M/d/yyyy

Company Information

Legal Name *
Vanilla Workstations, Inc.

Company Name (DBA) ⓘ
(N/A)

☐ Is Remit-To Address? ⓘ

Website

Corporate Contact Information

Corporate Email

Corporate Phone ⓘ

Corporate Fax ⓘ



Vendor Profile- Database

If your Vendor profile, does not have certain data, how will someone reach you?

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↺
Vendor Search

Keywords
Commodities
Areas Served

Company Name
eMMA Vendor ID

Country
State
Levels related with the supplier

☒ VSBE Vendor
☐ SBR Vendor

Filters
Country: UNITED STATES x
VSBE Vendor: ☒ x
Levels related with the supplier: Group Entity

eMMA Vendor ID	Company Name	City	State	Postal Code	Vendor Contact	SBR Vendor	SBR Certification #	SBR Expiration Date	VSBE Vendor	VSBE Certification #	VSBE Expiration Date	Website	AP Invoice Phone	AP Invoice Email
SUP994386	1 Alpha Consulting LLC	Carlisle	PA	17013	Tom Holloway	<input checked="" type="checkbox"/>	SB22-028109	10/31/2023	<input checked="" type="checkbox"/>	VB22-028112	10/31/2023	www.1alphaconsulting.com	7172811190	tom@1alphaconsulting.com
SUP1001811	10+1 LLC	Hanover	MD	21076	Kara Banks	<input checked="" type="checkbox"/>	SB23-031880	1/9/2024	<input checked="" type="checkbox"/>	VB23-031879	1/9/2024	https://tenplus1.com/	3018612184	contact@tenplus1.com
SUP783556	1351 Investigations LLC	Hanover	MD	21076	Jefferson Golas	<input checked="" type="checkbox"/>	SB21-015593	6/26/2023	<input checked="" type="checkbox"/>	VB22-022505	6/1/2023		4439945066	1351investigationllc@gmail.com
SUP790859	2250 Financial Services, Inc.	Millersville	MD	21108	John Olson	<input checked="" type="checkbox"/>	SB22-026515	10/6/2023	<input checked="" type="checkbox"/>	VB22-017545	11/17/2023	www.2250financial.com	4107746723	johnolson@2250financial.com
SUP1007277	2NDMARDIV LOGISTICS LLC	UPPER MARLBORO	MD	20772	Eugene Arnold	<input checked="" type="checkbox"/>	SB23-036493	3/10/2024	<input checked="" type="checkbox"/>	VB23-036548	3/12/2024	a1ellc.wixsite.com/2nd-mardiv-logistics	3019380367	d2ndmardiv@yahoo.com
SUP1004912	356 West Group	Linthicum Heights	MD	21090	Ulysses Howard	<input checked="" type="checkbox"/>	SB23-034460	2/13/2024	<input checked="" type="checkbox"/>	VB23-034461	2/13/2024	356westgroup.com	7577170349	356WestGroup@gmail.com
SUP026138	4th Revolution Technologies	Bowie	MD	20770	Rudy Anthony	<input checked="" type="checkbox"/>	SB22-025651	9/26/2023	<input checked="" type="checkbox"/>	VB22-025649	9/26/2023		2028780240	
SUP832854	510 Enterprises, LLC	Gaithersburg	MD	20878	James Rascoe	<input checked="" type="checkbox"/>	SB23-034858	2/19/2024	<input checked="" type="checkbox"/>	VB23-034857	2/19/2024		2403812348	510EnterprisesLLC@gmail.com
SUP845399	916 Confections, LLC	Middle River	MD	21220	Michele Reedy	<input checked="" type="checkbox"/>	SB23-034845	2/18/2024	<input checked="" type="checkbox"/>	VB22-020912	3/8/2024		6673207156	
SUP008522	98.6 Sound	Laurel	MD	20708	Garry Wilson	<input checked="" type="checkbox"/>	SB23-037111	3/22/2024	<input checked="" type="checkbox"/>	VB23-037110	3/22/2024	www.986sound.com	301-775-5286	gwilson@986sound.com

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Matched Solicitations

eMMA will email any open solicitations that match the Codes selected under the Commodities section under the Qualifications Tab.

These emails will go to the Admin/Primary Contact Role assigned under Contacts

Vendor Declarations

Areas Served

Maryland, Charles (MD)

Commodities

80161500 - Management support services

86132102 - Training planning and development consultancy service

2 Result(s)



Role(s)

Profile

Accounting

Forecast Manager

Marketing

Primary Contact

Quality

Sales

Admin

Technician

Vendor Admin



Searching Solicitations

There are several ways to utilize eMMA's searching functions under the Public Solicitations section.

The most common are by:

- VSBE Goal Flag
- Keyword Search
- Category Search

The screenshot displays the eMMA Public Solicitations search interface. The top navigation bar includes links for 'New Vendor? Register Now', 'Vendor Search', 'Public Solicitations', and 'Public Contracts'. The 'Public Solicitations' section is active. The search form includes fields for 'Keywords', 'Category', and 'Status' (set to 'Open'). A 'Search' button is circled in blue. Below the search form, there is an 'Advanced Search' section with various filters including 'Type', 'Authority', 'Award Status', 'Agency', 'Sub Agency', 'Site', 'SBR Designation', 'SBE Goal', 'MBE Goal', 'MBE Sub-Goal', 'VSBE Goal' (highlighted in yellow), and 'DBE Goal'. A 'Filters' bar at the bottom shows 'Status: Open' with a close button.

Pay close attention to the Closing Date and Solicitation Type.

Advanced Search							
Filters VSBE Goal: <input checked="" type="checkbox"/> Status: Open <input checked="" type="checkbox"/>							
ID	Title	Status	Due / Close Date	Publish Date UTC-4	Main Category	Solicitation Type	Issuing Agency
BPM021523	Laboratory Services for the Maryland Racing Commission	Open		12/28/2020 11:41:24 AM	Environmental Services	RFP: Double Envelope Proposal	Department of Labor Licensing & Regulation
BPM037790	Car Wash and Detailing	Open	5/23/2023	5/15/2023 1:48:35 PM	Automobiles or cars	Request for Quote	Department of Labor Licensing & Regulation
BPM036275	MR-3033-0000 On-Call Structural Repairs and Miscellaneous Modifications	Open	5/24/2023	5/11/2023 12:25:17 PM	Heavy construction services	Public Notice	Maryland Transportation Authority
BPM037237	RIGHT OF WAY SERVICES	Open	5/26/2023	5/19/2023 4:14:57 PM	Real estate appraisal and valuation service	RFP: Double Envelope Proposal	Maryland Transportation Authority
BPM037261	External Quality Review of the Maryland HealthChoice Program OCMF 23-20810	Open	5/30/2023	5/19/2023 11:25:51 AM	Healthcare Services	RFP: Double Envelope Proposal	Maryland Department of Health
BPM035244	BB-3004-0000 New Construction Project Office, Maintenance, Storage Building, and Improvements	Open	5/31/2023	5/17/2023 12:00:01 PM	Building and Facility Construction and Maintenance Services	Public Notice	Maryland Transportation Authority
BPM037030	MAA-SV-25-003 Content Service Provider at BWI Thurgood Marshall and Martin State Airports	Open	5/31/2023	5/3/2023 1:43:40 PM	Specialized educational services	Public Notice	Maryland Aviation Administration
BPM037489	CC-000-211-003 - Modernize Elevators at BCCC	Open	5/31/2023	5/18/2023 9:59:09 AM	Building and Facility Construction and Maintenance Services	IFB: Invitation for Bid	Department Of General Services
BPM035131	MAA-CO-23-011 - ARFF HEATING AND VEHICLE EXHAUST UPGRADES AT BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT	Open	6/1/2023	5/10/2023 10:17:21 AM	Building and Construction Machinery and Accessories	Public Notice	Maryland Aviation Administration
BPM036887	AH-000-200-001 Design and Construction of a Fire Alarm and Mass Notification System at the Maryland School for the Deaf Columbia Campus	Open	6/1/2023	5/17/2023 1:55:57 PM	Building and Facility Construction and Maintenance Services	RFP: Double Envelope Proposal	Department Of General Services
BPM037442	Audit Services	Open	6/1/2023	5/5/2023 1:31:22 PM	Audit services	RFP: Double Envelope Proposal	Maryland State Department of Education
BPM037345	Grant Fund Managers RFP - T00R3601714	Open	6/6/2023	5/12/2023 2:08:06 PM	Development finance	RFP: Double Envelope Proposal	Department of Commerce
BPM037656	Auditing, Accounting and Consulting Services	Open	6/7/2023	5/22/2023 11:59:25 AM	Government auditing services	RFP: Double Envelope Proposal	Maryland Department of Health
BPM037879	Frederick Branch Restroom Renovation	Open	6/14/2023	5/18/2023 3:33:29 PM	Building and Facility Construction and Maintenance Services	IFB: Invitation for Bid	Motor Vehicle Administration
BPM037492	KB-3007-0000R Police Headquarters Building Envelope Renovations	Open	7/13/2023	5/23/2023 9:36:50 AM	Building and facility maintenance and repair services	Public Notice	Maryland Transportation Authority
BPM037639	HT-3018-0000 - I-895 Resurfacing North and South of BHT	Open	8/3/2023	5/16/2023 8:57:06 AM	Heavy construction services	Public Notice	Maryland Transportation Authority
BPM036502	M-109-200-001 Maryland Department of Emergency Management - Headquarters Expansion	Open	12/31/2023	4/19/2023 10:23:11 AM	Building and Facility Construction and Maintenance Services	IFB: Invitation for Bid	Department Of General Services



Public Contracts

The most common are by:

- VSBE Goal Flag
- Keyword Search
- Category Search

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Public Contracts

Keywords

Commodities

Status

Advanced Search

Vendor

Authority

☐ SBE Goal?
☐ Statewide Contract

Solicitation

Agency

☐ MBE Sub-Goals?
☐ Green Contract

Procurement Method

Sub Agency

☒ VSBE Goal
☐ DBE Goal?
☐ Federal Funding

Filters
VSBE Goal: ☒

Code	Contract Title	Vendor	Contract Type	Effective Date	Expiration Date	Publish Date	Public Solicitation ID
CTR006610-1	CSMS SURFACE EQUIPMENT AND AUTOMOTIVE MA Amendment #1	TOWSON MECHANICAL INC	Individual	8/31/2022	8/30/2024	5/18/2023	BPM027835
CTR013261	Disability Benefits Advocacy Project	MAXIMUS US SERVICES INC	Individual	4/6/2023	4/5/2026	5/15/2023	BPM028903
CTR012097-2	BC-500-190-001 - Construction of New Baltimore City District Court, Judiciary Amendment #2	CAM CONSTRUCTION CO INC	Individual	1/25/2023	1/24/2025	5/24/2023	BPM031579
CTR012862	Transportation Consultant Services	WSP USA	Individual	4/19/2023	4/30/2028	4/7/2023	BPM025090
CTR012593	MM-150-210-001 (IOC) Replace Walk-in Freezer and Refrigerators	BALTIMORE CONTRACTORS INC	Individual	4/19/2023	4/20/2024	5/4/2023	
CTR012317	Telecomm PBX Servers & ISI Cloud Services, IVR Maintenance	NEC CORPORATION OF AMERICA	Individual	2/23/2023	2/22/2027	2/16/2023	
CTR007313-1	EXPANSION OF BURIAL CAPACITY Amendment #1	G & C FAB-CON LLC	Individual	1/27/2021	12/31/2023	3/22/2023	BPM033625
CTR004813-1	REPLACE CHILLERS & COOLING TOWERS Amendment #1	J F FISCHER INC	Individual	12/1/2021	12/31/2023	2/14/2023	BPM025420
CTR012157	Internal Auditing Services	BD & COMPANY	Individual	2/1/2023	1/31/2026	2/1/2023	BPM024361
CTR007662-1	EPROCUREMENT SYSTEM Amendment #1	NITOR PARTNERS LLC	Individual	3/8/2019	2/28/2029	5/16/2023	BPM033612

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Public Contracts

These Public Contracts have awesome information vendors have access to use and how to prepare for future contracts:

- Contract Title
- Effective/Expiration Dates
- Vendor Awarded
- Contract Amounts
- Procurement Officer
- Procurement Email
- Agency/Department
- Commodities Codes

Public Contract: CTR012862 - Transportation Consultant Services

Contract Title

Transportation Consultant Services

Effective Date

4/18/2023

Contract ID

CTR012862

Alternate ID

SV-3092-0000

Vendor

WSP USA

Expiration Date

4/29/2028

Contract Type

Individual

Contract Amount

8,698,099.00

USD

Procurement Officer / Buyer

Ruth CARNES

Email

rcarnes2@mdot.state.md...

Linked Solicitation

Organizations

Maryland Transportation Authority

Commodities

Strategic planning consultation services



Are You Ready To Be A Competitive VSBE?

01. Knows the Rules & Regulations

When is solicitation deadline? Pre-bid meeting? Format? Scope? Priced-fairly? Documentation/forms to be completed?

02. Communication & Connection

Are you speaking the language? Maximizing all potential opportunities for prime and subcontracting?

03. Time & Dedication


Time management, utilizing resources, have ethical sound business practices in place





<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>







GOVERNOR'S OFFICE OF
**Small, Minority &
Women Business Affairs**




Quick Links

- About Us
- Legislation and Policy
- Outreach
- News
- Reports
- Contact Us





Maryland
GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS
goMDsmallbiz.maryland.gov



T.I.P.S. Webinar Series
Training & Insights for
Procurement Success



#goMDsmallbiz

Join our free webinar series and learn how to navigate procurement processes.



Attention SBR & VSBE Vendors
If you are experiencing problems with
certification or recertification in
eMMA, call us for assistance at
410-697-9600.

TOP WEBSITE PICKS

- Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- Maryland Financial Incentives for Businesses
- Maryland Business Express
- Maryland Entrepreneur Hub
- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons
- MBE Rights & Responsibilities
- FY2021 Customer Service Annual Report

PUBLIC DATA MINING STRATEGIES

eMaryland Marketplace Advantage (eMMA)

- Video
- Slide Deck

Procurement Forecast

- Video
- Slide Deck

Board of Public Works

- Video
- Slide Deck

Communicating with Confidence

- Video
- Slide Deck



MARYLAND BUSINESS EXPRESS

Registrations & Filings



Search
for a Business



Order
Business Documents &
Certificates of Status



Register
a New Business, Trade Name or
Tax Account

Log In

Enter your username and password.

Username:

Password:

Log In

» [Forgot Username?](#)

» [Forgot Password?](#)

Create Account

You will need an account to submit filings through Maryland Business Express. Use your account to create and/or manage multiple businesses.

Create Account

Good Standing?

Be In Good Standing with the State

Make sure your taxes are filed and up-to-date, business is registered, and there are no outstanding issues.

<https://egov.maryland.gov/BusinessExpress/>

Maryland New Business Checklist

T.I.P.S. Training Series



<https://dat.maryland.gov/businesses/Pages/Maryland-Checklist-for-New-Businesses.aspx>

The screenshot displays the official website of the Maryland Department of Assessments and Taxation (SDAT). The header features a navigation bar with links to Home, About, Businesses, Real Property, Tax Credits, Newsroom, and Forms. A search bar is positioned on the left. Below the navigation bar is a banner image of the Chesapeake Bay Bridge-Tunnel. The main content area is titled 'Maryland Checklist for New Businesses'. It includes an introductory paragraph about starting a business, a disclaimer note advising users to consult legal professionals, and sections for 'Select & Create Your Business Structure' and 'Legal Entities'. A left sidebar lists various business resources and services available on the site.

Enter search term

Home About Businesses Real Property Tax Credits Newsroom Forms

MARYLAND
Department of Assessments and Taxation

Businesses

Resources outside SDAT

- Charities & Non-Profits
- Labor Licensing Regulation
- Business Licenses Online
- License Requirements by County
- Small Business Administration
- Small Business Development Center
- Federal Business Taxes
- State Business Taxes
- Trademarks & Servicemarks

Register your business online

MARYLAND BUSINESS EXPRESS

Maryland Checklist for New Businesses

Starting a business is an exciting and challenging undertaking. To help ensure your business' success, it is important that you familiarize yourself with the basic requirements for starting a business in Maryland.

NOTE: This page is not intended to be a comprehensive guide and should not be used as the sole reference when starting a business. Regulations and other legal requirements change constantly and there may be some obligations for your specific business activity not listed below. We strongly suggest you consult an attorney, accountant or other business consultant.

Select & Create Your Business Structure

The first step in establishing a business in the State of Maryland is to determine which form of business structure is most appropriate for your operations. The four most common forms of business structure are the sole proprietorship, partnership, corporation and limited liability company. Each structure has certain advantages and disadvantages that should be considered. Choosing the appropriate organizational structure for your business is one of the most important decisions made and may require advice from an attorney, accountant or other professional advisor.

Once you have chosen a structure for your business, the next step is to complete the necessary registration requirements.

Legal Entities (Corporations, Limited Liability Companies, LLP, LP)

For information about registration requirements for legal entities, contact:
State Department of Assessments and Taxation (SDAT)



VSBE Resources

There are several resources dedicated to the VSBE Program certified vendors that help support and aid in advocacy through the state agencies/departments.



VSBE Liaisons

<https://gomdsmallbiz.maryland.gov/Pages/VSBE-Liaison-Directory.aspx>



Procurement Forecast

<https://gomdsmallbiz.maryland.gov/Pages/Forecasting.aspx>



Events/Networking

<https://gomdsmallbiz.maryland.gov/Pages/Events.aspx>

Upcoming Resources

T.I.P.S. Training Series



SBA Federal VetCert Program Overview

Wednesday,
May 31, 2023

2-3pm

<https://www.eventbrite.com/e/honoring-national-military-appreciation-month-sba-vetcert-program-overview-tickets-637279890307>

Certifying Your Veteran-Owned Small Business

sba.gov/vetcert



 #VetCert

May 31

Honoring National Military Appreciation Month: SBA VetCert Program Overview

Join the SBA Baltimore District Office in celebrating National Military Appreciation Month!

General Admission - 1 +

Free ⓘ

Reserve a spot

Upcoming Resources

**PGCC Veteran
Affairs Office**

**Saturday,
June 10, 2023**

10 AM- 2 PM

<https://www.eventbrite.com/e/women-veterans-recognition-and-resource-fair-tickets-635507799937>



The poster is for a "WOMEN VETERANS RECOGNITION & RESOURCE FAIR". At the top, the title is in a blue, arched font with three stars. Below it, the phrase "Always There" is written in a cursive script. A central silhouette of a woman in a military uniform saluting is flanked by two columns of text: "Housing Assistance", "VA Claims Clinic", and "Resume Workshop" on the left; "Higher education", "Health & Wellness", and "Mental Health & Trauma" on the right. A red arrow points to the right with the text "Join us as we commemorate WOMEN VETERANS and their contributions to this country". Below the arrow is a QR code and a photo of a woman, identified as "COL. CUMMINGS". At the bottom, a blue box contains the date and time "JUNE 10, 2023 • 10AM TO 2PM", the text "OPEN TO ALL VETERANS!", and "FREE ADMISSION". The location is listed as "DR. CHARLENE MICKENS DUKES STUDENT CENTER, 301 LARGO RD, LARGO, MD 20774". The Prince Georges Community College logo is in the bottom right corner.

**WOMEN VETERANS
RECOGNITION & RESOURCE
FAIR**
Always There

Housing Assistance
VA Claims Clinic
Resume Workshop

Higher education
Health & Wellness
Mental Health & Trauma

Join us as we commemorate WOMEN VETERANS and their contributions to this country


<https://www.eventbrite.com/e/635507799937>


COL. CUMMINGS

Resource directory for all participants

JUNE 10, 2023 • 10AM TO 2PM
OPEN TO ALL VETERANS!
FREE ADMISSION

LOCATION: DR. CHARLENE MICKENS DUKES STUDENT CENTER
301 LARGO RD, LARGO, MD 20774

PRINCE GEORGES
COMMUNITY COLLEGE

Upcoming Resources

When:

Monday, June 12, 2023
10 a.m. - 2 p.m.

A complimentary lunch will be provided.

Where:

Bowie State University
14000 Jericho Park Road
Student Center - Wiseman Ballroom
Bowie, MD 20715

Guest parking is available in Lots L, M, N & O

Who should attend?

Women veterans and military spouses who currently own a small business or are considering opening a small business.

<https://www.eventbrite.com/e/women-veterans-entrepreneurship-resources-lunch-learn-tickets-638283592407>

The Governor's Office of
Small, Minority & Women Business Affairs
cordially invites you to join us for the

Women Veterans Entrepreneurship Resources Lunch & Learn



JUNE 12th IS NATIONAL WOMEN VETERANS DAY!
Together, with Bowie State University's Entrepreneurship Innovation Center (EIC), we are hosting a special event to cultivate the entrepreneurial mindset for women veterans and military spouses.

Join us for a dynamic program to celebrate successful veteran women small business owners in Maryland, hear real life experiences of women entrepreneurs, and highlight the value and skill sets needed to build credibility for your brand. You'll also connect with a broad range of stakeholder groups and organizations that support veteran-owned small businesses at the local, state, and federal levels.

Funding Resources



Department of Commerce

Military Personnel and Veteran-Owned Small Business Loan Program (MPVOLP)

<https://commerce.maryland.gov/fund/programs-for-businesses/mpvolp>

Maryland Small Business Development Financing Authority (MSBDFA)

<https://commerce.maryland.gov/fund/programs-for-businesses/msbdfa>

Maryland Department of Housing and Community Development

SSBCI Neighborhood BusinessWorks Program

<https://dhcd.maryland.gov/Business/Pages/SSBCI/SSBCI-NBW.aspx#CDFILoan>



Banks



State Programs



Private



CONTACT US!

Danielle Davis
VSBE Program
Compliance Manager



Danielle.Davis2@maryland.gov



+443-346-0717





MAURICIO VERA
ASSISTANT NATIONAL DIRECTOR



Accelerating the Growth of Veteran-Owned Small Businesses

Prepared for:

Maryland's Veteran-Owned Small Business Enterprise (VSBE) Program

May 25, 2023



Mauricio P. Vera

Assistant National Director
Veteran Institute For Procurement

mvera@nationalvip.org



What is VIP?

Is the first program in the nation to train Veteran-Owned Small Businesses on how to accelerate their success and growth in the federal contracting market.

We train “companies,” not individuals to make them procurement ready

*training, meals, and lodging included

Who is VIP For?

VOSB/SDVOSB owner, principal or C-level executive

2,200+ companies from all **50 states**, Washington D.C., Puerto Rico, and Guam graduated from the program

Is there a cost?

No. Training provided at **no cost*** to Veteran-Owned Small Businesses

How long is the training?

The comprehensive certification program takes place in-person over a 3 day-27-hour period



Accelerating Growth:

Mistakes are expensive and often fatal to a small business

The VIP Program helps reduce risk

VIP helps businesses get **procurement ready**

Reduce Risk

For companies, teaming partners, and government

Learn

From highly experienced industry and government professionals across **20+** topics

Grow

Accelerate growth through best business practices



Some Plant Seeds

VIP Waters the Plants

Eligibility Requirements

In order to participate with VIP, you must be an owner, executive or principal of a for-profit VOSB/SDVOSB business that is looking to grow.



VIP START

- 1 Year in business
- Revenue in the past year
- Full-time (working owner)
- Active website
- Registered in SAM.GOV



VIP GROW

- 2+ Years in business
- 3+ Full-time employees
- Experience performing on federal contracts
- Registered in SAM.GOV

VIP ADVANCE

- 5+ Years in business
- Prime experience or currently bidding prime work
- \$10M+ in revenue



VIP INTERNATIONAL

- 3+ Years in business
- 3+ Full-time employees
- Experience performing on federal contracts



VIP AEROSPACE

- 4+ Years in business
- 3+ Full-time employees
- Service or product that aligns with the aerospace market



VIP by the Numbers

**Over \$17
Billion**

In Federal Prime
Awards to VIP
Graduates Since 2010

80%

Of VIP GROW Graduates say the
changed the way they do business
after attending VIP

VIP START
Graduates Growth

77% After year 1

184% After year 2

VIP GROW
Graduates Growth

57% After year 1

180% After year 2

36

VIP Graduate companies featured
on the 2022 **INC 5000 list**

The gift that keeps on giving

As a VIP Graduate, your company gains access to mentors, VIP Partners, exclusive opportunities, matchmaking events, and continuing education opportunities.



Mentorship

Industry Expert Instructors

VIP Alumni Network

VIP Partners



Exclusive Opportunities

VIP Marketplace

Exclusive Immediate Need Opportunities

Matchmaking with Primes and Government



Continuing Education

VIP Alumni Lessons Learned

Graduate Education Programs

A Special Thanks to Our Partners and Sponsors

Corporate Partner



Government Partners



Sustaining Partner



Sponsors



BOLAND | DecisionPoint Corporation | EagleBank | E-Infosol LLC | Fitzgerald AutoMall | Information Systems Solutions, Inc. | JCTM, LLC |
King Street Technology Partners, LLC | MBL Technologies, Inc. | Mindset4Results | MOJO Web Solutions, LLC | Penan & Scott, P.C. |
PilieroMazza PLLC | Republic Capital Access | The Baluster Group, Inc. | The Gatewood Group, LLC | Visionary Consulting Partners, LLC

Upcoming Training

Apply at NationalVIP.org



AEROSPACE

June

13-15



START

October

24-26



GROW

December

5-7

**Arming Vets to WIN in the
Federal Marketplace.**



**INTERNATIONAL
March 19-21, 2024**



Arming Vets to WIN!

Mauricio P. Vera

Assistant National Director
Veteran Institute For Procurement

mvera@nationalvip.org

Apply at NationalVIP.org



Keep Learning

- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

goMDsmallbiz.maryland.gov



The graphic features a black background with yellow and red geometric shapes. A white rounded rectangle in the top left contains the Maryland state flag logo and the text 'Maryland GOVERNOR'S OFFICE OF SMALL, MINORITY & WOMEN BUSINESS AFFAIRS goMDsmallbiz.maryland.gov'. A central image shows a person writing in a notebook next to a laptop. A large yellow speech bubble in the center contains the text 'T.I.P.S. Webinar Series'. Below this, the text 'Training & Insights for Procurement Success' is displayed. In the bottom left is the hashtag '#goMDsmallbiz' and in the bottom right is a heart-shaped logo with the Maryland state flag design.

Maryland
GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS
goMDsmallbiz.maryland.gov

T.I.P.S. Webinar Series

**Training & Insights for
Procurement Success**

#goMDsmallbiz

Upcoming T.I.P.S. Webinars

Tuesday, June 27, 2023

10 a.m.

Strategies for Digital Marketing

Thursday June 29, 2023

10 a.m.

Leveraging Your Certifications



goMDsmallbiz.maryland.gov



Upcoming Workshop

June 7, 2023

9:30 a.m.

Ready, Set, GROW!

Procurement Connections

Workshop

at

MGM National Harbor

Webinar

June 9, 2023

10:00 a.m.

Small Biz Resource

Connections:

APEX Accelerator

Maryland

(formerly MD PTAC)

Workshop

June 12, 2023

10:00 a.m.

Women Veterans

Entrepreneurship Resources

Lunch & Learn

at

Bowie State University

Mining Public Data Techniques



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Videos & Slide Decks

[eMaryland Marketplace Advantage \(eMMA\)](#)

[Procurement Forecast](#)

[Board of Public Works](#)

[Communicating with Confidence](#)

VIDEO PLAYLIST

T.I.P.S. Webinar Series Playlist

The image displays a YouTube video player interface for the 'T.I.P.S. Webinar Series - The Governor's Office of Small, Minority & Women Business Affairs'. The main video thumbnail shows Karen Reyes, MBE Compliance Manager, with the Maryland logo and the text 'GOVERNOR'S OFFICE OF SMALL, MINORITY & WOMEN BUSINESS AFFAIRS'. Below the thumbnail, the title 'T.I.P.S. Webinar Series - The Governor's Office of Small, Minority & Women Business Affairs' is visible, along with the channel name 'StateMaryland', '24 videos', '1,081 views', and 'Last updated on May 1, 2023'. The interface includes standard YouTube controls like a play button, a 'Play all' button, and a 'Shuffle' button.

Below the main video player, a list of four videos is shown:

- 1 Subcontracting in Maryland's Minor 2023**
StateMaryland • 17 views • 2 weeks ago
Duration: 1:26:42
- 2 Strategies for Teaming, Partnering,**
StateMaryland • 6 views • 2 weeks ago
Duration: 1:57:33
- 3 Prime Contracting in Maryland's Sm 2023**
StateMaryland • 51 views • 2 months ago
Duration: 2:00:05
- 4 Navigating eMaryland Marketplace**
StateMaryland • 24 views • 2 months ago
Duration: 2:02:31

<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>

Partners

Maryland Procurement Technical Assistance Center (PTAC)
<https://www.mdptac.org/>

Greater Baltimore SCORE
<https://greaterbaltimore.score.org/>

Maryland Women's Business Center (MWBC)
<https://marylandwbc.org/>

Baltimore-Metro Women's Business Center (Balt-Metro WBC)
<https://www.baltmetrowbc.org/>

Maryland Small Business Development Center (SBDC)
<https://www.marylandsbdc.org/>

Resources

Governor's Office of Small, Minority & Women Business Affairs
<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

Maryland's Office of Minority Business Enterprise (OMBE)
<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PagelId=90>

Maryland Department of Commerce
Maryland Financial Incentives for Business
<https://commerce.knack.com/maryland-funding-incentives>

Maryland Entrepreneur HUB
<https://marylandentrepreneurhub.com/>

Thank You

**for
choosing**

Maryland



**GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS**

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